

COMMODORE ELECTRONICS LIMITED
SALES AND INVENTORY REPORT
FOR WEEK ENDING 6/07/86

ref 6438/Jan

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FM : CEL - MANAGEMENT INFORMATION GROUP

DATE : 6/12/86

COMMODORE INTERNATIONAL LIMITED
QUARTER-TO-DATE SALES REPORT
(US\$ 000's)

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	FY 1985				FY 1986		Q3/86 % Change VS Q3/85	Rolling 12 Mths Total	Rolling 12 Mths % Change VS Prev. 12 Mths	Q4/86		Sales Commitment
	4th QTR	1st QTR	2nd QTR	3rd QTR	2nd QTR	3rd QTR				QTD 6/07	QTD	
U.S.	48815	73726	140876	61462			-28	324879	-27	43223		TBA
CANADA	8831	10533	20512	8051			00	47927	-22	3940		"
Total N. America	57646	84259	161388	69513			-25	372806	-26	47163		132000
CEL :-												
REST OF WORLD	7716	5528	12834	8067			44	34145	-10	6535	(1)	15000
LATIN AMERICA	N/A	N/A	N/A	N/A			N/A	N/A	N/A	950		0
AUSTRALIA	7448	6280	13012	7682			47	34422	-14	6485		12000
Total-Rest of World	15164	11808	25846	15749			46	68567	-12	13970		27000
U.K.	5410	13089	25739	11716			167	55954	-36	4	(2)	TBA
GERMANY	27064	22264	58266	39185			130	146779	-6	31540		"
AUSTRIA	3014	2521	5339	3555			113	14429	63	2272		"
BELGIUM	2974	3058	6716	5402			107	18150	28	2439		"
NETHERLANDS	5549	2830	7433	4248			3	20060	-18	1704		"
SWITZERLAND	4156	2013	6414	5328			60	17911	14	5064		"
DENMARK	2580	2730	6315	6532			135	18157	36	3092	(1)	"
NORWAY	1240	1652	3626	2349			101	8867	38	1609		"
ITALY	3890	8448	20372	10611			-61	43321	-71	7823		"
SWEDEN	1845	2090	5467	4108			N/A	13510	N/A	3154		"
FRANCE	1351	1983	8632	6134			N/A	18100	N/A	3684	(1)	"
Total-Europe	59073	62678	154319	99168			154	375238	-22	62385		136000
Grand Total	131883	158745	341553	184430			110	816611	-23	123518		295000

* Q4 extrapolated sales target : 325 million

Note : (1) QTD Sales are up to 5/31 only.

(2) QTD Sales are up to 5/17 only.

* Per Q4/85 Sales trend projection.

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COMMODORE INTERNATIONAL LIMITED
WORLDWIDE SALES VARIANCE ANALYSIS
FOR 4TH QUARTER TO 5/31/86

PRODUCT (UNITS)

WORLDWIDE

PRODUCT	← NORTH AMERICA →			← CEL & LA & AUSTRALIA →			EUROPE			← O4/86 →			O4/85 ACTUAL TOTAL
	ACTUAL	FCST	TO GO	ACTUAL	FCST	TO GO	ACTUAL	FCST	TO GO	ACTUAL TO DATE	FCST TOTAL		
CONSUMER													
C 64	42863	180000	-137137	32884	49000	-16116	56899	142300	-85401	132646	371300		299000
C 64C	13285	0	13285	0	0	0	22477	0	22477	35762	0		0
plus/4	-6	0	-6	101	32000	-31899	1640	2000	-360	1735	34000		-1334
C 128	26985	100000	-73015	5240	20000	-14760	10183	53000	-42817	42408	173000		0
C 128D	0	0	0	3476	4700	-1224	14754	45000	-30246	18230	49700		0
C 16/116	-56	0	-56	14167	0	14167	36523	0	36523	50634	0		23374
1541	47923	150000	-102077	7151	21000	-13849	34103	99000	-64897	89177	270000		210000
1541C	0	0	0	0	0	0	0	0	0	0	0		0
1570	0	0	0	2209	0	2209	5675	17000	-11325	7884	17000		0
1571	25241	70000	-44759	3936	16000	-12064	21592	38000	-16408	50769	124000		0
1530/31	-88	0	-88	25157	59000	-33843	60904	92000	-31096	85973	151000		163164
801/803	5251	15000	-9749	512	2900	-2388	3935	12700	-8765	9698	30600		14541
MPS 1000	8883	15000	-6117	1210	2100	-890	3502	7600	-4098	13595	24700		0
DPS 1101	115	0	115	90	0	90	398	18800	-18402	603	18800		0
1701/02/1802	8067	26000	-17933	3823	2500	1323	9144	7000	2144	21034	35500		96000
1901/02	25476	24000	1476	3408	6000	-2592	12310	20000	-7690	41194	50000		0
PC 10	572	4000	-3428	1654	3000	-1346	4777	8600	-3823	7003	15600		11292
PC 20	18	1000	-982	591	2700	-2109	3237	9600	-6363	3846	13300		3938
PC-MONITOR	0	0	0	1522	0	1522	1484	0	1484	3006	0		0
AMIGA													
A 1000	13990	20000	-6010	1290	4600	-3310	4349	10500	-6151	19629	35100		0
A 1010	7669	15000	-7331	1344	1200	144	864	4800	-3936	9877	21000		0
A 1020	7610	5000	2610	1	500	-499	32	2700	-2668	7643	8200		0
A 1050	5872	20000	-14128	1287	0	1287	560	5000	-4440	7719	25000		0
A 1080/81	13683	20000	-6317	1369	2500	-1131	581	6900	-6319	15633	29400		0

Notes: The above unit sales forecast is tentative only.

QTD Sales for CEL, Denmark & France are up to 5/31; and UK are up to 5/17 only.

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QUARTER-TO-DATE SALES UNITS

--WORLDWIDE--

FOR 4TH QUARTER TO 6/07/86

CONSUMER	NORTH AMERICA	CEL & LA & AUSTRALIA	EUROPE	TOTAL	Q4/85 TOTAL
COMPUTERS:					
C-64	42863	32884	56899	132646	299000
C-64C	13285	0	22477	35762	--
Plus/4	-6	101	1640	1735	-1334
C-128	26985	5240	10183	42408	--
C-128D	0	3476	14754	18230	--
C-16/116	-56	14167	36523	50634	23374
Sub-Total	83071	55868	142476	281415	321040
STORAGE DEVICES:					
1541	47923	7151	34103	89177	210000
1541C	0	0	0	0	--
1570	0	2209	5675	7884	--
1571	25241	3936	21592	50769	--
1530/31	-88	25157	60904	85973	163164
Sub-Total	73076	38453	122274	233803	373164
PRINTERS:					
801/803	5251	512	3935	9698	14541
MPS 1000	8883	1210	3502	13595	--
DPS 1101	115	90	398	603	--
Sub-Total	14249	1812	7835	23896	14541
MONITORS:					
1702/1802	8067	3823	9144	21034	96000
1901	409	3408	12260	16077	--
1902	25067	0	50	25117	--
Sub-Total	33543	7231	21454	62228	96000
SYSTEMS					
PC 10	572	1654	4777	7003	11292
PC 20	18	591	3237	3846	3938
Sub-Total	590	2245	8014	10849	15230
PC-MONITOR	0	1522	1484	3006	--
AMIGA					
A 1000	13990	1290	4349	19629	--
A 1010	7669	1344	864	9877	--
A 1020	7610	1	32	7643	--
A 1050	5872	1287	560	7719	--
A 1080/81	13683	1369	581	15633	--

Notes: QTD Sales for CEL, Denmark & France are up to 5/31; and UK are up to 5/17 only.

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COMMODORE ELECTRONICS LIMITED
WORLDWIDE PRODUCTION REPORT
----- FISCAL YEAR 1986 -----

CONSUMER

Q4/1986
(UP TO 5/31)

<----- JUNE ----->

UP TO 6/87
QUARTER-TO-DATE

	Q4/1986 (UP TO 5/31)			<----- JUNE ----->			UP TO 6/87 QUARTER-TO-DATE			Q4 PLAN OUTPUT	
	PLAN	ACT	VAR	PLAN	ACT		PLAN	ACT	VAR	TOTAL	BAL. TO BUILD
C 64 PCBA											
H.K. (PAL)	123000	151587	28587	25875	275		148875	151862	2987	226500	74638
H.K. (NTSC)	118720	72212	-46508	12500	11360		131220	83572	-47648	168720	85148
	241720	223799	-17921	38375	11635		280095	235434	-44661	395220	159786
C64 F.A.											
H.K. (PAL)	--	8804	8804	--	275		0	9079	9079	--	-9079
BSW (PAL)	500000	61393	11393	--	0		500000	61393	11393	500000	-11393
W.C. (NTSC)	500000	58804	8804	--	0		500000	58804	8804	500000	-8804
	1000000	129001	29001	0	275		1000000	129276	29276	1000000	-29276
C 64C F.A.											
H.K. (PAL)	400000	27565	-12435	5000	8445		450000	36010	-8990	600000	23990
BSW (PAL)	820000	62688	-19312	12000	15657		940000	78345	-15655	1300000	51655
W.C. (NTSC)	650000	24096	-40904	16250	12240		812500	36336	-44914	1300000	93664
	1870000	114349	-72651	33250	36342		2202500	150691	-69559	3200000	169309
C 128 PCBA											
H.K. (PAL)	500000	22940	-27060	4500	0		545000	22940	-31560	680000	45060
H.K. (NTSC)	50000	320	-4680	1250	0		6250	320	-5930	100000	9680
	550000	23260	-31740	5750	0		607500	23260	-37490	780000	54740
C 128 F.A.											
BSW (PAL)	530000	19208	-33792	4750	730		577500	19938	-37812	720000	52062
W.C. (NTSC)	140000	19980	5980	1500	6720		155000	26700	11200	200000	-6700
	670000	39188	-27812	6250	7450		732500	46638	-26612	920000	45362

NOTE : PLAN OUTPUT BASED ON BUILD PLAN REV 860331; CONVERSION AND REWORK NOT INCLUDED.

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COMMODORE ELECTRONICS LIMITED
WORLDWIDE PRODUCTION REPORT
----- FISCAL YEAR 1986 -----

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CONSUMER

	Q4/1986 QUARTER TO 5/31/				<----- JUNE ----->		UP TO 6/87 QUARTER-TO-DATE				Q4 PLAN OUTPUT	
	PLAN	ACT	VAR		WW23 (6/87)		PLAN	ACT	VAR		TOTAL	BAL. TO BUILD
					PLAN	ACT						
C128D CPU BOARD												
H.K.	22000	17650	-4350		1750	0	23750	17650	-6100		29000	11350
JAPAN	15150	17627	2477		2463	7080	17613	24707	7094		25000	293
	37150	35277	-1873		4213	7080	41363	42357	994		54000	11643
C128D CONTROLLER												
H.K.	18000	14280	-3720		1750	2400	19750	16680	-3070		25000	8320
JAPAN	20010	22902	2892		2298	7640	22308	30542	8234		29200	-1342
	38010	37182	-828		4048	10040	42058	47222	5164		54200	6978
C128D F.A.												
BSW	39000	25757	-13243		2750	4832	41750	30589	-11161		50000	19411
1541 PCBA												
TWN (PAL)	83000	97300	14300		12250	4603	95250	101903	6653		132000	30097
TWN (NTSC)	83000	73829	-9171		5500	4640	88500	78469	-10031		105000	26531
	166000	171129	5129		17750	9243	183750	180372	-3378		237000	56628
1541 F.A.												
BSW (PAL)	90200	52140	-38060		6500	9360	96700	61500	-35200		116200	54700
H.K. (PAL)	4000	0	-4000		750	0	4750	0	-4750		7000	7000
H.K. (NTSC)	10000	0	-10000		0	0	10000	0	-10000		10000	10000
TAIWAN	73000	58216	-14784		5500	6184	78500	64400	-14100		95000	30600
	177200	110356	-66844		12750	15544	189950	125900	-64050		228200	102300

NOTE : PLAN OUTPUT BASED ON BUILD PLAN REV 860331; CONVERSION AND REWORK NOT INCLUDED.

COMMODORE ELECTRONICS LIMITED
WORLDWIDE PRODUCTION REPORT
FISCAL YEAR 1986

CONSUMER *****	Q4/1986 QUAUP TO 5/31)			<--- JUNE --->			UP TO 6/87 QUARTER-TO-DATE			Q4 PLAN OUTPUT	
				WW23 (6/87)							
	PLAN	ACT	VAR	PLAN	ACT		PLAN	ACT	VAR	TOTAL	BAL. TO BUILD
1570/71 PCBA											
TAIWAN	31000	20880	-10120	2250	3520		33250	24400	-8850	40000	15600
1571 F.A.											
JAPAN	0	4700	4700	0	0		0	4700	4700	0	0
BSW	35000	17453	-17547	3000	2537		38000	19990	-18010	47000	27010
1570 F.A.											
BSW	35000	22153	-12847	3000	2537		38000	24690	-13310	47000	27010
	2000	551	-1449	0	0		2000	551	-1449	2000	1449
BUSINESS *****											
PC10/20 PCBA											
H.K. (PAL)	13500	10786	-2714	1500	1600		15000	12386	-2614	19500	7114
H.K. (NTSC)	2000	880	-1120	500	0		2500	880	-1620	4000	3120
	15500	11666	-3834	2000	1600		17500	13266	-4234	23500	10234
PC10 F.A.											
BSW	5950	7337	1387	450	739		6400	8076	1676	7750	-326
PC20 F.A.											
BSW	5950	4801	-1149	450	1034		6400	5835	-565	7750	1915

NOTE : PLAN OUTPUT BASED ON BUILD PLAN REV 860331; CONVERSION AND REMARK NOT INCLUDED.

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COMMODORE ELECTRONICS LIMITED
WORLDWIDE PRODUCTION REPORT
FISCAL YEAR 1986

AMIGA PRODUCTS

	Q4/1986 QUADP TO 5/31)			<---- JUNE ----> 6/23 (6/87)			UP TO 6/87 QUARTER-TO-DATE			Q4 PLAN OUTPUT	
	PLAN	ACT	VAR	PLAN	ACT		PLAN	ACT	VAR	TOTAL	BAL. TO BUILD
A 1000											
NTSC (220V)	15720	15720	0	0	0		15720	15720	0	15720	0
1010	8000	5000	-3000	0	0		8000	5000	-3000	8000	3000
1020	1630	1630	0	0	0		1630	1630	0	1630	0
1080	7000	7000	0	1250	1000		8250	8000	-250	12000	4000
1081 VDE	20975	15175	-5800	3642	0		24617	15175	-9442	24617	9442
1081 BSI	2900	2175	-725	1000	0		3900	2175	-1725	3900	1725
1081 AUST	2900	2175	-725	275	0		3175	2175	-1000	3175	1000
	26775	19525	-7250	4917	0		31692	19525	-12167	31592	12167

NOTE : PLAN OUTPUT BASED ON BUILD PLAN REV 860331; CONVERSION AND REMARK NOT INCLUDED.
OEM OUTPUTS ARE PER GOODS DELIVERY TO CJL.

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